

Message Text

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PAGE 01 OSLO 00138 120936Z

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ACTION EB-07

INFO OCT-01 AF-06 EUR-12 ISO-00 /026 W

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R 091452Z JAN 76

FM AMEMBASSY OSLO

TO SECSTATE WASHDC 0957

AMEMBASSY LAGOS

INFO USDOC WASHDC

UNCLAS OSLO 0138

E.O.11652: N/A

TAGS: BEXP,NO,NI,EFIS

SUBJECT: NIGERIA-NORWEGIAN JOINT VENTURE

REFS: STATE A-7411 LAGOS 12833 (NOTAL) OSLO 0084

1. FOLLOWING POINTS, FROM FURTHER CONVERSATION WITH AKERS TRADING COMPANY, SUPPLEMENT REF B AND C IN RESPONDING TO REF A.

2. VENTURE DATES FORMALLY FROM SIGNING OF CONTRACT IN OCT 75, BUT AKERS HAS BEEN WORKING ON IT TWO OR THREE YEARS AGAINST BRITISH AND YUGOSLAVIAN COMPETITION. FACTOR IN NIGERIA'S CHOICE OF ARMS WAS PROBABLY NIGERIA'S REQUIREMENT THAT PROSPECTIVE PARTNER HAVE TEN YEARS EXPERIENCE IN WEST AFRICAN WATERS.

3. VENTURE'S FIRST PHASE WILL REQUIRE CONSTRUCTION OF TWO EACH OF TRAWLERS, PURSE SEINERS, AND MOTHER SHIPS WITH FREEZING FACILITIES. ORDERS WILL PROBABLY GO TO GERMAN OR DUTCH YARDS. NIGERIAN GOVERNMENT WANTS THIRTY BOATS BY END OF FIVE YEARS, BUT THIS APPEARS UNREALISTIC.

4. REFRIGERATION EQUIPMENT ON SHIPBOARD AND ASHORE WILL BE NORWEGIAN. LITTLE PROCESSING EQUIPMENT INVOLVED BECAUSE FISH WILL BE FROZEN WHOLE, NOT GUTTED. OTHERS FISH PRODUCTS MAY BE DEVELOPED AFTER SOME YEARS EXPERIENCE GAINED.

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5. OPPORTUNITY FOR US FIRMS HAY LIE IN IN SUPPLYING
AROUND FIFTEEN 20-TON REFRIGERATED TRUCKS TO DISTRIBUTE
FISH THROUGHOUT NIGERIA.
EMBASSY WILL HANDLE THIS AS
TRADE OPPORTUNITY ON RECEIPT OF DETAILS FROM AKERS.
BYRNE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FISHING COMPANIES, JOINT VENTURES
Control Number: n/a
Copy: SINGLE
Draft Date: 09 JAN 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976OSLO00138
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760010-0434
From: OSLO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760171/aaaacghi.tel
Line Count: 67
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 STATE A-7411, 76 LAGOS 12833
Review Action: RELEASED, APPROVED
Review Authority: castelsl
Review Comment: n/a
Review Content Flags:
Review Date: 18 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <18 JUN 2004 by barnescd>; APPROVED <18 AUG 2004 by castelsl>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: NIGERIA-NORWEGIAN JOINT VENTURE
TAGS: BEXP, EFIS, NO, NI
To: STATE LAGOS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006